

March 30, 2016

Barry Wood  
Director Assessment Division  
Department of Local Government Finance  
Indiana Government Center North  
100 North Senate Avenue N1058(B)  
Indianapolis, IN 46204

Dear Barry,

We have completed the sales ratio study for the 2016 Posey County trending. All sales that we deemed valid were used, including multi-parcel sales and land sales that have since been improved. We used sales between 1/1/15-12/31/15 for some of the more populated areas in the Residential Improved study (Black, Marrs, and Robinson Townships). In some of the more rural areas, we used sales between 1/1/14-12/31/15 for the Residential Improved study (Point, Lynn, Bethel, Center, Harmony, Robb and Smith Townships). Based off paired sales, we did not feel it was necessary to make a time adjustment for the 2014 sales because they still represent the current market. The areas we reviewed this year were Center, Harmony, and Robinson Townships.

### **Residential and Ag Homesites**

We grouped the following townships together for the “Res Vacant” portion of the ratio study. The townships that were grouped together were:

Bethel  
Black  
Center  
Harmony  
Lynn  
Point  
Robb  
Robinson  
Smith

The townships were grouped together because they share similar economic factors. This allowed us to include all sales in a similar area, rather than basing land rates on one or two sales. Rates were changed where necessary. Marrs Township was not grouped with any township for this portion of the study.

Also, we grouped the following townships together for the “Improved Residential” portion of the ratio study:

Bethel  
Lynn  
Point

Each of the following townships was not grouped with another township for the “Improved Residential” section of the Ratio Study. Those townships are:

Black

Center

Harmony

Marrs

Robb

Smith

Robinson

The townships that were grouped together were done so because they share similar economic factors. Also, trending factors have been added to help bring the median ratios closer to 1.00.

We did see an 11% increase for the Residential Vacant in Marrs Township. Nine parcels had the developer discount removed, homesite added, or both. Those parcels are:

65-13-25-320-013.000-019  
65-13-26-400-012.014-019  
65-13-26-404-006.000-019  
65-13-33-101-003.005-019  
65-13-33-101-003.041-019  
65-13-33-400-021.003-019  
65-13-34-400-009.009-019  
65-14-04-100-008.010-019  
65-14-04-110-008.000-019

One parcel was a split in Marrs Township. That parcel is:

65-13-28-300-012.015-019

Two parcels in Marrs Township saw a change in use that contributed to this increase. The two parcels are:

65-13-34-400-020.001-019  
65-13-35-200-001.003-019

## **Commercial and Industrial**

We grouped all of the Commercial and Industrial properties together (this includes the Commercial Vacant and Industrial Vacant). The construction types and sizes for the Commercial and Industrial properties are very similar, so these two categories were grouped together when we were developing trending factors. They are grouped that way on the ratio study as well. Trending factors were added to help bring the median ratios closer to 1.00, if they were needed at all.

One parcel in Center Township made the Commercial Vacant decrease around 40%. This is due to the change of use of the land to one parcel. That parcel is:

65-06-08-301-023.000-005 (went from Primary to Undeveloped Usable)

Two parcels in Harmony Township caused a decrease of more than 20% to the Commercial Vacant. Those parcels decreased due to a change in use of the land. They went from being priced at Front Foot Residential to Undeveloped Usable Commercial. Those parcels are:

65-25-36-332-060.000-007

65-25-36-332-062.001-007

One parcel in Robinson Township caused a decrease of around 20% to the Commercial Vacant. This parcel was moved to a grouping that matched the parcels that surrounded it. The parcel is:

65-06-21-100-023.001-016

Two parcels in Robb Township caused a decrease of 29% to the Industrial Improved. Both parcels were part of an appeal. Those parcels are:

65-05-18-100-005.001-011

65-23-18-100-011.000-012

## **Summary**

Almost all of our neighborhoods that had a representative number of sales fell within acceptable range and if they did not, we applied a factor to get them to meet IAAO standards. Any areas that didn't have a fair representation of sales were combined with an adjoining area of similar economic factors. This fact helped us determine that we did have some movement in the marketplace.

Sincerely,

Nancy Hoehn